

Message Text

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43

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 041230Z FEB 74

FM AMEMBASSY KHARTOUM

TO USDOC WASHDC

INFO SECSTATE WASHDC 7666

LIMITED OFFICIAL USE KHARTOUM 0231

E.O. 11652: N/A

TAGS: BBAK, SU

SUBJ: HOUSING PROJECT SUDAN - GRAY TECH INDUSTRIES

1. CHARLES W. STICKLER, JR., PRESIDENT GRAY TECH INDUSTRIES (SUBSIDIARY GRAY MFG CO.) MOHNTON PA. 19540 AND TWO ASSOCIATES (DONALD A. HOWELLS ALSO OF GRAY TECH AND FRANK R. MONTEJO, QUAKER CITY INDUSTRIES, SADDLE BROOK, N J 07662) CALLED ON EMBOFF JAN. 31 TO DESCRIBE PROJECT WHICH THEY EXPLORING IN AREA LOW COST CONCRETE HOUSING. SPECIFICALLY, GRAY TECH, WORKING WITH UNNAMED SPANISH CONTRACTING FIRM AND UTILIZING PORTION REPORTED \$15 MILLION IN PRVETLY ARRANGED WEST GERMAN CREDITS, PLANNING BUILD SOME 1000 UNITS (IN RANGE \$6-9000 PER HOUSE) IN KHARTOUM AREA. TOTAL COST BE IN VICINITY OF \$10 MILLION. THIS IN NATURE OF "TRIAL" WITH EXPECTATION THAT SUCCESS WOULD RESULT IN SUBSTANTIAL FURTHER WORK IN BOTH NORTH AND SOUTH.

2. STICKLER EXPLAINED THAT GRAY TECH HAD PERFECTED UNIQUE PROCESS INVOLVING MACHINE WHICH CAST CONCRETE UNITS IN ONE PIECE. MAKING DISTINCTION FROM PREFAB HOUSING, STICKLER SAID THERE UNITS WOULD LAST YEARS AND COULD BE COMBINED SERVE VARIETY PURPOSES. HE CLAIMED GRAY TECH DONE EXTENSIVE WORK IN US AND ALSO ABROAD, CITING MEXICO AS ONE SPECIFIC EXAMPLE. GRAY TECH ON ADVICE THEIR SPANISH ASSOCIATES NOW LOOKING INTO AFRICA WHERE BOTH NEEDS AND POSSIBILITIES SEEMED LIMITLESS. STICKLER NOTED GRAY TECH TRIES STIMULATE LOCAL INDUSTRY, E.G. CEMENT, INSUL-
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ATION (USING AVAILABLE MATERIALS SUCH AS COTTON PLANTS)

AND NOTED TIES WITH FIRMS SUCH AS TEXAS WESTERN WHICH
BE PREPARED HELP IN SUCH AREAS.

3. COMMENT/ACTION REQUESTED: STICKLER REQUESTED NO
ASSISTANCE FROM EMBASSY AND WE HAVE RECEIVED NO
INQUIRIES FROM GOS OR OTHER LOCAL SOURCES. PROJECT
IS BIG ONE, HOWEVER, WITH POTENTIAL BOTH FOR MAJOR
POSITIVE IMPACT IF SUCCESSFUL AS WELL AS FOR BLACK EYE
IF IT FAILS. WE WOULD THEREFORE APPRECIATE ANY
AVAILABLE BACKGROUND ON GRAY TECH IN GENERAL AND ITS
REPORTEDLY UNIQUE CAST-CONCRETE HOUSING PROCESS IN
PARTICULAR. OF OBVIOUS RELEVANCE WOULD BE RECORD AND
EXPERIENCE OF GRAY TECH IN COMPARABLE PROJECTS OTHER
FOREIGN COUNTRIES.
BREWER

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